

LIBRARY JOURNAL®

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LJ's Conference Preview / San Francisco Restaurants

The Sinking of the ALA

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Golden Gate National Recreation Area with its glorified bridge, courtesy of San Francisco Convention & Visitors Bureau. Our coverage of that city's 1987 ALA Conference starts on page 61

Letters	8
Calendar	24
People	57
Professional	
Reading	88
Checklist	90
Magazines	92
Buyers' Guide	94
AV Reviews &	
Distributors	96
Library	
Best Sellers	144
Classified	137
Index to	
Advertisers	143

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FEATURES

- ALA Conference Program and Highlights** 61
LJ's editors offer their choices and suggestions for 1987
- Dining in Baghdad by the Bay** 68
San Francisco restaurants to tempt conventioners / by Elizabeth Pomada & Michael Larsen
- The Sinking of the ALA** 74
The historic voyages of a symbol of service / by David Kaser
- To Retire or Not To Retire** 78
Can leaving be as satisfying as staying? / by Murray L. Bob
- If It Circulates, Keep It** 80
Collection development through weeding / by Ron Hayden

COLUMNS

- White Papers: Library Education Programs:** 84
Independence and Mergers / by Herbert S. White
- Public Libraries Online: Integrating Online Searching** 86
with Reference Service / by Tina Roose

EDITORIAL

- Bash a Librarian, Save a Book** 6
Why does Dr. Boorstin bash librarians to support literacy?

LATE BULLETINS

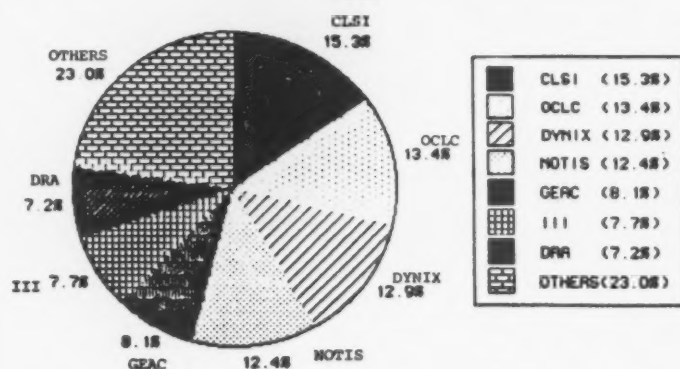
NEWS

Union problems in Washington / G&B sets new photocopy policy / Review of CONSER project / LC to restore D.C. maps / Utah gets public library standards and aid / DOE pubn on literacy program examples / New device for counting patrons / Less funds for N.Y. libraries / Memphis recruits minorities / Harvard reviews professional and staff positions / Automation roundup / Geac and MITINET interface / Bookmobile dataradio in Canada

BOOK REVIEW

Stephen B. Oates's William Faulkner p. 107 / James Dickey's Abilam p. 128 / Mario Vargas Llosa's Who Killed Palomino Molero? p. 130 / and more . . .

Vendor Market Shares for Systems Installed in 1986



Possible Variance = +/- 1.5%

Innovative Interfaces corrects omission from automated systems marketplace

Walton's "The 1986 Library Automation Marketplace" (*LJ*, April 1, p. 36-43) made a major error in completely eliminating Innovative Interfaces ("III"), the developer of INNOVACQ, from various charts. III was correctly listed in Matthews's 1984 article (*LJ*, April 1, 1985, p. 31-40) as the second largest vendor of systems to libraries as measured by the number of systems installed in that year. In the 1985 article (*LJ*, April 1, 1986, p. 25-37), III was similarly in the top six companies in the field. If it was included in the 1986 article, as it should have been, it would be the sixth largest vendor in terms of installations made in the year. (Above is how Chart 2 on page 38 should have looked.) In terms of total installations, Innovative Interfaces, with 66, would rank even higher (in fifth place), even with NOTIS and ahead of Dynix.

III clearly met the two criterion for inclusion, namely having "multiple functional subsystems" and being a "turnkey" vendor. For some reason, two companies which did not meet that criterion were included. The exclusion of III was supposedly based on Walton's decision to exclude micro-based systems. Contrary to his statement, however, INNOVACQ is not a micro-based system. It uses hardware as powerful as that used by other vendors that were included.

Several INNOVACQ systems

have 25 or more terminals and a database of 200,000 bibliographic records. Also, contrary to the statement in the article, INNOVACQ is more than just an acquisitions and serials control system. It also has a public catalog module that has been in use by some libraries for over three years. And finally, INNOVACQ is used by some of the largest academic libraries in the country, as well as many public libraries. Thus, to categorize it as "designed primarily for special libraries" is completely wrong.

As if to add insult to injury, Walton does not even give the correct address for III: 1409 Fifth St., Berkeley, CA 94710.

In 1986, III continued to be one of the few companies still controlled by its founders, who are professional librarians. It remained financially successful, did not need any infusions of capital, and is not for sale, making it somewhat unique in the library world. So far in 1987, its circulation system has already been installed in a library that had a CLSI system, resulting in that CLSI system being turned off. In another library, its public catalog system has been linked to a CLSI circulation system, creating one of the first truly operational linked library systems in existence.

—Steve Silberstein, Vice President, Innovative Interfaces Inc., Berkeley, California

Gaining praise and little else

White's "Library Managers—Female and Male" (White Papers, *LJ*, February 1, p. 58-59) says we "cannot use disparate salaries, offensive as they are, as a rationale for less commitment to the job . . . a lower level of professional commitment as retribution for a lower salary isn't among the viable options."

In his "Librarians and Information Managers" (*LJ*, March 1, p. 52-53) White discusses the stresses a professional librarian or information manager encounters when trying to perform in a "cost-effective" manner while maintaining a professional standard of service with relatively limited resources. He reiterates Peter Drucker's point that if "others recognize that if somehow the results are the same with or without funding, or at least there is no noticeable difference, then the decision not to provide funds is easy."

White's second statement seems somehow to contradict his first, regardless of the male-female issue. The contradiction becomes clearer by substituting the word "compensation" for the word "retribution" in the first quotation.

As a professional librarian in a law firm, I can compare my commitment on a day-to-day basis with a professional whose compensation for comparable efforts far exceeds mine. Lower financial compensation does not prevent me from doing a professional job—though it does add stress to my life outside work. The kind of support I could use on the job, in terms of equipment, space, and clerical assistance, is not there and I must bridge the gap myself. I gain consistently high praise for my performance and little else—thus proving Drucker's and White's point.

Making those in charge aware of your predicament and doing less may or may not cause you to be provided with the resources it takes to meet the high standards you set for yourself. If it doesn't, it seems a reasonable compromise to allow yourself to perform less if it allows you to improve your quality of life—if nothing else. After eight years in the profession, I feel I at least owe myself that. I just don't know if I can bring myself to make that compromise.

—Erin Kellen, Birmingham, Alabama

(Continued on p. 16)